

Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 01225 010044Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----068998 010537Z /11

R 010012Z MAR 78
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 6588

UNCLAS TAIPEI 1225

FOR ITA/BED/SIPS AND ITA/BED/OIM/EA - ROBERT KELLY

E.O. 11652: N/A
TAGS: ETRD, ELEC, TW
SUBJECT: PRODUCT OPPORTUNITY: ELECTRONIC BANKING

REF: A) TAIPEI 1180 B) TAIPEI 1069

1. REFTEL A TRANSMITTED FOREIGN GOVERNMENT TENDER TRADE
OPPORTUNITY TO USDOC FOR DISSEMINATION TO TOP SUBSCRIBERS. POST ALSO

WISHES TO BRING SUBJECT TENDER TO ATTENTION OF SIPS AND OIM/EA
FOR FURTHER DISSMINATION THROUGH CHANNELS ALREADY ESTABLISHED
REGARDING THE OVERALL AMERICAN OPPORTUNITY TO PROVIDE
ELECTRONIC EQUIPMENT FOR TAIWAN'S ENTIRE BANKING COMMUNITY.
THE SUBJECT TENDER, PUT OUT BY THE POSTAL SAVINGS BANK, IN
FACT APPEARS TO HAVE JUMPED THE GUN A BIT, SINCE WE UNDERSTOOD
THAT A FINAL DECISION ON ELECTRONIC BANKING EQUIPMENT WOULD
WAIT UNTIL THE ROCG ORGANIZED PURCHASING TRADE MISSION,
TENTATIVELY SCHEDULED FOR JUNE 1978. WE WILL MAKE FURTHER
ENQUIRIES WITH THE FINMIN REGARDING THE RELATIONSHIP
OF THIS TENDER TO ELECTRONIC BANKING IN TAIWAN.

2. WE ALSO WISH TO POINT OUT THAT THE TENDER'S PROVISIONS
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MAKE IT
EXTRAORDINARILY EASY FOR AMERICAN FIRMS TO
PARTICIPATE. THE TENDER RESTRICTS BIDDERS TO AMERICAN
FIRMS, AND THE GOODS WILL BE PURCHASED BY THE CTC BRANCH
OFFICES IN NEW YORK AND SAN FRANCISCO. WE HOPE THAT
THESE FAVORABLE CONDITIONS WILL ENCOURAGE SAMLL NEW-TO-
MARKET U.S. FIRMS TO CONSIDER BIDDING FOR THIS CONTRACT.

THE BID DEADLINE IS MARCH 31, HOWEVER, BID DOCUMENTS
POUCHED TO THE COMMERCE ON FEBRUARY 28.
UNGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRONIC EQUIPMENT, BANKS
Control Number: n/a
Copy: SINGLE
Draft Date: 01 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TAIPEI01225
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780093-0288
Format: TEL
From: TAIPEI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197803117/aaaadvyg.tel
Line Count: 65
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7bf53dba-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 TAIPEI 1180, 78 TAIPEI 1069
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 15 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3148830
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY: ELECTRONIC BANKING
TAGS: ETRD, ETEL, TW, US
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/7bf53dba-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014